

## Message Text

UNCLASSIFIED

PAGE 01 ABU DH 00374 151050Z

20

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 102280

R 150730Z FEB 76  
FM AMEMBASSY ABU DHABI  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 3897

UNCLAS ABU DHABI 0374

COMMERCE FOR CAGNE, TENNY

E.O. 11652: NA  
TAGS: BEXP TC  
SUBJ: INDUSTRIAL SURVEY CONSULTANCY

1. FOLLOWING HAS BEEN TELEXED TO H.J. MCNALLY OF AUSTIN CO, RESELE, N.J. QUOTE. REGRET TO INFORM YOU AUSTIN WILL NOT BE ASKED FOR BID ON INDUSTRIAL SURVEY CONSULTANCY. YOU WERE AMONG 40 CONSULTANTS RECOMMENDED BY DEPT OF PLANNING TO DEPT OF PETROLEUM AND INDUSTRY, BUT DPI CUT LIST TO ONLY 12 AND AUSTIN DID NOT SURVIVE CUT. WE DID OUR BEST TO KEEP YOUR NAME CONSTANTLY BEFORE AUTHORITIES BUT IT SEEM SONLY FIRMS WHO ON LIST OF 12 MADE BIG PRESENTATONS OF QUALIFICATIONS IN PERSON. ONLY AMERICAN CONSULTANT AMONG 12 SURVIVORS ESTABLISHED OFFICE HERE AND CALLED ON DR. HAFEZ MANY TIMES. FOR YOUR INFO DEPT PLANNING AND DPI HAVE YOUR APPLICATIONS AND YOU HAVE THE PRELIMINARY REGISTRATION REQUIRED TO WORK HERE. DR. HAFEZ SAYS YOU WILL BE CONSIDERED FOR CONSULTANCY ON SPACIFIC INDUSTRIAL PROJECTS IDENTIFIED BY SURVEY. IF YOU IN AREA AGAIN WE STRONGLY RECOMMEND YOU COME TO ABU DHABI AND CALL ON DR. HAFEZ. HIS KNOWING YOU PERSONALLY CAN ONLY HELP YOUR CHANCES OF BEING INCLUDED ON FUTURE PROJECTS. UNQUOTE.

2. SUPERIOR ENGINEERING OF HAMMOND, INDIANA WHICH ESTABLISHED AN OFFICE HERE SOME MONTHS AGO BEFORE HAVING ANY SPECIFIC WORK, IS ONLY U.S. FIRM AMONG 12 TO BE INVITED TO BID. SUPERIOD ENGINEERING MAN HERE HAS BEEN CALLING ON ABU DHABI AUTHORITIES ALMOST DAILY FOR MONTHS. OBVIOUSLY, THIS KIND  
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OF COMMITMENT MAKES FAVORABLE IMPRESSION. WE UNDERSTAND BID

INVITATIONS FOR INDUSTRIAL SURVEY CONSULTANCY HAVE JUST GONE  
OUT WITH TENDERS TO BE SUBMITTED BY MID-MARCH.  
STERNER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 FEB 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1976ABUDH00374  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760058-0175  
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**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Classification:** n/a  
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**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MartinML  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 12 JUL 2004  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INDUSTRIAL SURVEY CONSULTANCY  
**TAGS:** BEXP, TC  
**To:** COM  
**Type:** TE  
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